



June, 1967

## SAGE LABORATORIES, INC.

3 Huron Drive • East Natick Industrial Park • Natick, Massachusetts • 653-0844 • TWX: 710-346-0390

Dear Sir:

Some time ago, you requested that your name be placed on our mailing list. By now, you have probably had occasion to form certain opinions regarding SageLabs. If you will kindly express your opinions by completing and returning this questionnaire, you will help us greatly to improve our products and services.

Thank you.

1. How do you rate SageLabs' custom engineering capability in the following?

Mixers ☐ Good ☐ Average ☐ Poor

Video Detectors  
(Diode Holders) ☐ Good ☐ Average ☐ Poor

Switches  
(electromechanical) ☐ Good ☐ Average ☐ Poor

Couplers ☐ Good ☐ Average ☐ Poor

Hybrids & Magic Tees ☐ Good ☐ Average ☐ Poor

Rotary Joints ☐ Good ☐ Average ☐ Poor

Filters ☐ Good ☐ Average ☐ Poor

Packages, Subsystems,  
etc. ☐ Good ☐ Average ☐ Poor

2. How do you rate SageLabs for design liaison?

☐ Good ☐ Average ☐ Poor

3. How do you rate SageLabs custom engineering prices?

☐ Low ☐ Average ☐ High

4. How do you compare SageLabs' catalog (production) component specs with competitors' specs in the following lines?

Mixers ☐ Above Average ☐ Average ☐ Below Average

Terminations ☐ Above Average ☐ Average ☐ Below Average

Attenuators ☐ Above Average ☐ Average ☐ Below Average

Switches  
(electromechanical) ☐ Above Average ☐ Average ☐ Below Average

(over please)

MICROWAVE ENGINEERING SPECIALISTS

- |                                    |                          |                  |                          |         |                          |               |
|------------------------------------|--------------------------|------------------|--------------------------|---------|--------------------------|---------------|
| Phase-Shifters                     | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Couplers                           | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Hybrids & Magic Tees               | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Diode Holders<br>(Video Detectors) | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Filters                            | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
| Rotary Joints                      | <input type="checkbox"/> | Above<br>Average | <input type="checkbox"/> | Average | <input type="checkbox"/> | Below Average |
5. How do you compare SageLabs' catalog component deliveries with competition?
- ☐ Faster      ☐ Average      ☐ Slower
6. In general, how do you compare SageLabs' quality with competitors' quality?
- ☐ Above      ☐ Average      ☐ Below Average
7. How do you compare completeness of the test data shipped with our components, with test data shipped with competitive components?
- ☐ Above      ☐ Average      ☐ Below Average
8. How do you rate SageLabs' MICROFILE catalog in:
- |                        |                          |      |                          |         |                          |      |
|------------------------|--------------------------|------|--------------------------|---------|--------------------------|------|
| Convenience            | <input type="checkbox"/> | Good | <input type="checkbox"/> | Average | <input type="checkbox"/> | Poor |
| Completeness of Data   | <input type="checkbox"/> | Good | <input type="checkbox"/> | Average | <input type="checkbox"/> | Poor |
| Frequency of up-dating | <input type="checkbox"/> | Good | <input type="checkbox"/> | Average | <input type="checkbox"/> | Poor |
9. What do you consider to be the major weak link in system microwave components? \_\_\_\_\_
- \_\_\_\_\_

What improvements or new components do you think would strengthen this link? \_\_\_\_\_

\_\_\_\_\_

Thank you again for your help.

*W. J. Kennedy*

William J. Kennedy  
Vice-President of Marketing